

**ishka**

**THE AVIATION  
INVESTIVAL**



# THE AVIATION INVESTIVAL KOREA

FKI Tower Conference center, Seoul  
Thursday 21st March 2019

The only dedicated Korean aviation investor event returns to Seoul in March with some twists and surprises.

Ishka's Korean Investival is designed to take Korean investors to the next stage of their aviation investment journey.

Our tested masterclass model will help investors analyse a broader range of aviation investments from portfolio deals and debt tranches to equity opportunities that match their return requirements.

## WHAT CAN YOU EXPECT?

Interactive sessions such as the Ishka Gameshow.

Streamed content catering for different experience levels.

Dedicated stream for experienced aviation finance professionals focused on problem solving.

A specialist investor masterclass adding more value for investor attendees.

More intimate, with capped attendance making networking manageable to help foster candid discussion.

## WITH THANKS TO OUR SPONSORS

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## SPEAKER LINE UP INCLUDES

**VINODH SRINIVASAN**  
MANAGING DIRECTOR  
MIZUHO SECURITIES

**RADHA TILTON**  
MANAGING DIRECTOR  
GOLDMAN SACHS

**JO, JAE HOON**  
HEAD STRUCTURED FINANCE  
HEUNGKUK ASSET MANAGEMENT

**CIAN DOOLEY**  
FOUNDING PARTNER  
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**ED HANSOM**  
CIO  
SIRIUS AVIATION

**PATRICK DEN ELZEN**  
MANAGING DIRECTOR  
ARENA AVIATION CAPITAL

**SEAN CLEGHORN**  
CEO  
MAGI

**CARTER WHITE**  
HEAD OF TRADING  
ACG

**ALI BEN LMADAN**  
CEO  
ABL AVIATION

## OVER 90% OF 2018 ATTENDEES WERE INVESTORS INCLUDING:

- Heungkuk Asset Management • Hyundai Asset Management
- KTB Asset Management • Hana Financial Investment
- Samsung Fire & Marine Insurance • G&A Private Equity
- BNK Securities Co Ltd • ABL Life Insurance • Samsung Life Insurance
- IBK Capital • Hyundai Marine & Fire Insurance Co Ltd
- Vogo Fund Asset Management • HANA Life • Shinhan Investment Corp
- Hyundai Capital • HK Fund • MERITZ Fire & Marine Insurance Co Ltd
- Korea Investment Management • Heungkuk Fire & Marine Insurance
- SBI Savings bank • NongHyup Life Insurance Co Ltd
- Military Mutual Aid Association • Mercuria Investment Co

*"THANK YOU ISHKA FOR PUTTING TOGETHER THESE FOCUSED INVESTOR CONFERENCES. WE ARE MEETING THE RIGHT PEOPLE FROM THE RIGHT COMPANIES AND HAVE BEEN ABLE TO, FOR EXAMPLE, INCREASE OUR DEBT INVESTOR BASE AND ACTUALLY ALREADY CLOSED DEALS WITH NEW BANKS THANKS TO THESE EVENTS"*

**CEO ARENA AVIATION CAPITAL**

# AGENDA

## 08.15 Registration

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### 09.15 Key note address: analysis of market headwinds

- Is the aviation finance market showing signs of slowing down?
- How should you invest through a downturn and how can you adopt defensive strategies?
- What can we learn from previous cycles?

**Ed Hansom, CIO, Sirius Aviation**

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### 09.45 The Ishka Gameshow: discussing the future of the Korean aviation finance market

**Vinodh Srinivasan**, Managing Director, **Mizuho Securities**

**Carter White**, Head of Trading, **ACG**

**Cian Dooley**, Founding Partner, **Airborne Capital**

**Sean Cleghorn**, CEO, **Magi**

**Richard Finlayson**, Managing Director, **Deutsche Bank**

**Paul Jebely**, Partner, **Pillsbury Law**

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## 10.30 Networking break

### Wider market stream

#### 11.00 The investor pitch: understanding Korean investor strategies

The session will kick off with two mini pitches promoting investment products. Our panel of investors will then vote on the most convincing proposal and discuss their investment strategies.

- How are investors evaluating portfolio transactions?
- What are their return requirements and constraints?

**JaeHoon Jo**, Head Structured Finance, **Heungkuk Asset Management**

**Sang Hoon Kim**, HHead of Alternative Investment, **Meritz Asset**

**Antony Snelleman**, Chief Commercial Officer, **Aergo Capital**

### Investor masterclass

#### 11.00 Rationalising return requirements and benchmarking aviation against other asset classes

- How is aviation performing against other alternative asset classes?
- Analysing the returns across the capital structure in commercial aviation.

**Kalash Pandey**, Vice President, **Goldman Sachs**

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## 12.00 Lunch

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### 13.30 Brain box

Delegates will be split into smaller groups and tasked with finding actionable initiatives to a series of questions.

Developing Korea as a leasing and an aviation finance hub

#### **Cha, Bong Keun,**

Senior Manager, Chief Planning & Research Team, Korea Aerospace Industries, **Korea Aerospace Industries, LTD.**

**Brian McArdle,** SVP Trading, **SMBC Aviation Capital**

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### What is the potential size and scale of the debt and equity markets in Korea?

**Cian Dooley,** Founding Partner, **Airborne Capital**

**Vinodh Srinivasan,** Managing Director, **Mizuho Securities**

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### 14.45 Networking break

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### 15.15 What new aviation finance products can be designed to match Korean investor demand?

**Cian Dooley,** Founding Partner, **Airborne Capital**

**Kalash Pandey,** Vice President, **Goldman Sachs**

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### 15.45 Deal Zone

Dedicated business lounge to facilitate business meetings.

## 12.00 Lunch

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### 13.30 Investing in portfolio transactions and equity

- Understanding equity investments; e-notes, funds, side cars
- What is the risk/reward profile for equity investments in aircraft?
- What are the merits and trade-offs of portfolios versus single aircraft investments?

**Carter White,** Head of Trading, **ACG**

**Vinodh Srinivasan,** Managing Director, **Mizuho Securities**

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### 14.15 How to set up a leasing platform and effective management strategies

**Ali Ben Lmadani,** CEO, **ABL Aviation**

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### 14.45 Networking break

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### 15.15 Structuring and investment solutions to mitigate swap costs

- 1) Exploring alternative currencies in aviation including euros and yen-denominated rentals.
- 2) Hedging and swap strategies

**David Um,** Managing Director, **Citi**

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### 15.45 Case study: remarketing widebody aircraft

- How liquid are widebody aircraft?
- Key takeaways from remarketing the 777-300ER in other jurisdictions.
- A380 case study in Europe.

**Brian Jeffery,** Chief Commercial Officer, **Stratos**

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### 16.30 Close of conference



# REGISTER TODAY

## THE AVIATION INVESTIVAL KOREA

Thursday 21<sup>st</sup> March 2019

### EARLY BIRD

Valid until 25/02/2019

**\$499**

### STANDARD

**\$599**

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Each guest after the second receives a 15% discount**



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**For group bookings of six or more contact Lewis Price  
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